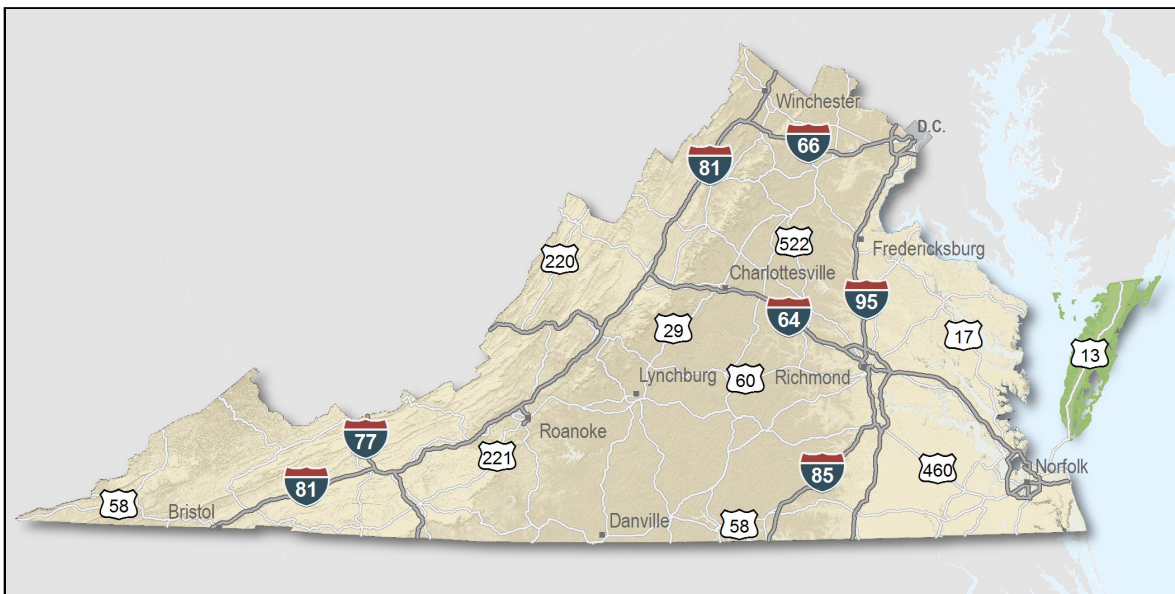

Eastern Shore, Virginia

Overview

Only a few locations can guarantee the right combination of resources that are crucial to your business's success. Virginia's premier location offers excellent domestic and international access. Centrally located on the U.S. East Coast, more than 47 percent of the U.S. population is within a day's drive, and our integrated transportation system of highways, railroads, airports and seaports ensures that you can reach every one of your markets efficiently. Close proximity to Washington, D.C. facilitates contact with policy makers and the federal government system.

Virginia continues to rank among America's leading states for business by CNBC and Forbes.com. Business-first values, easy access to markets, stable and competitive operating costs, and a talented workforce all drove Virginia to the top. This unique combination of assets has encouraged businesses to prosper here for more than 400 years. Like you, they searched the world over for that convergence of resources that would help ensure their prosperity. For them, their search ended here. Chances are yours will too.

- AAA bond rating- Virginia has maintained a AAA rating since 1938, longer than any other state.
- Right-to-work law allows individuals the right to work regardless of membership in a labor union or organization.
- Corporate income tax rate of 6% has not been increased since 1972.
- Headquarters to 37 Fortune 1000 firms.
- Headquarters to 56 firms each with annual revenue over \$1 billion.
- More than 21,400 high-tech establishments operate in Virginia.
- More than 700 internationally-owned businesses from 40 countries are located in Virginia.
- Ranks third among the 50 states as a recipient of federal R&D funds.
- Streamlined permitting process.
- Recruitment training programs to help new businesses become operational faster.
- Programs at little or no cost to help businesses increase international sales.

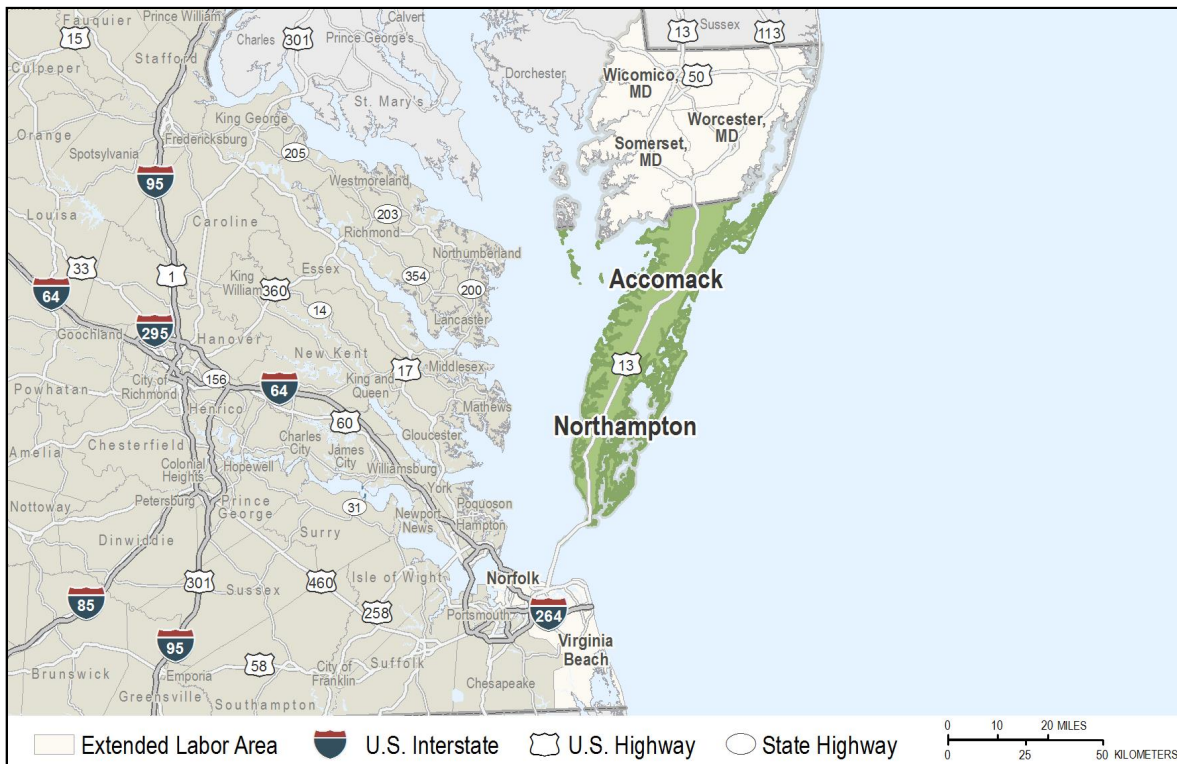


Location

The Eastern Shore is located at the southern tip of the Delmarva Peninsula. This 662-square mile region is bounded on the north by the Maryland state line, on the east by the Atlantic Ocean, and on the south and west by the Chesapeake Bay.

Traditionally known for its extensive agricultural and seafood production, the region is also home to the National Aeronautics and Space Administration's launch facility at Wallops Island. North-south rail service and a four-lane primary highway traversing the peninsula enhance the region's Eastern Seaboard location. The Chesapeake Bay Bridge-Tunnel places the community within easy reach of the Port of Hampton Roads.

The town of Accomac is located 77 miles north of Norfolk; 163 miles east of Richmond, the state capital; 189 miles southeast of Washington, D.C.; and 339 miles south of Philadelphia, Pennsylvania.



Eastern Shore

Virginia's Eastern Shore seeks to build its economy by attracting new manufacturing and service industries, diversifying its agriculture and aquaculture sectors, improving its tourism infrastructure, supporting its aerospace and military sector, and growing its entrepreneurial skills by encouraging small businesses. To accomplish these goals both of the Shore's counties support the Eastern Shore of Virginia Economic Development Commission, hold seats on the state-qualified Regional Partnership, and support individual industrial development authorities which manage respective industrial parks.

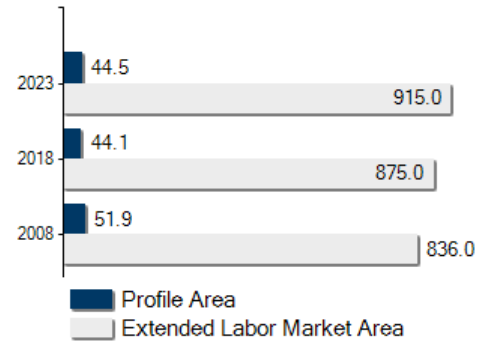


Credits: NASA/Terry Zapeach

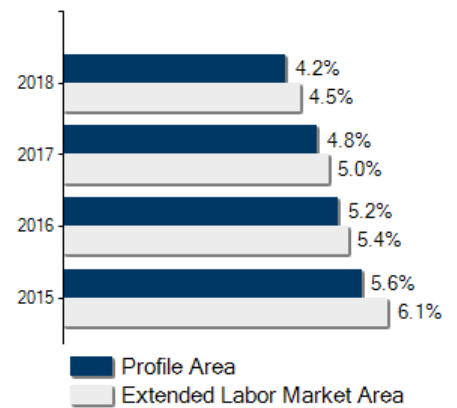
Labor Market

Population		
Gender Distribution (2018)		
Eastern Shore	Male	Female
	48.5%	51.5%
Race/Ethnicity (2018)		
Classification	Profile Area	Extended Labor Area
White	29,405	549,245
Black	13,244	240,134
Two or More	779	32,658
Asian	370	46,988
American Indian or Alaska Native	269	4,390
Pacific Islander	80	1,543
Hispanic (may be of any race)	4,120	66,162
Median Age (2018)		
Accomack		47 years
Northampton		50 years

Population in Thousands



Unemployment Rates





Labor Market

Civilian Labor Force (2018)

Eastern Shore	22,144
Extended Labor Market Area	429,785
Total	451,929

Labor Force Participation (2013-2017)

Eastern Shore	53.9%
Extended Labor Market Area	61.4%

Unemployment

Unemployment Rate (December 2019)	
Eastern Shore	3.8%
Extended Labor Market Area	3.3%
Statewide	2.5%
Unemployed (2018)	
Eastern Shore	930
Extended Labor Market Area	16,045
Total	16,975
Underemployed (4th Quarter 2019)	
Eastern Shore	1,911
Extended Labor Market Area	48,829
Total	50,740



Labor Market

Commute Time (2013-2017)

Worked from home	939	5.0%
Under 15 minutes	6,233	35.1%
15-24 minutes	6,058	34.1%
25-34 minutes	2,905	16.4%
35-44 minutes	894	5.0%
45-59 minutes	912	5.1%
Over 60 minutes	757	4.3%
Mean Travel Time to Work (minutes)		
Accomack		22
Northampton		20

Additional Labor Resources

High School Graduates Not Continuing (2017-2018)	81
Two-Year College Graduates (Spring 2018)	108
Two-Year College Enrollees (Fall 2018)	2,936
Total	3,125

Career Readiness Certificate (06/30/2017-06/30/2018)

Virginia's Career Readiness Certificate (CRC) assists employers by certifying that a recipient possesses core skills in applied math, reading for information, and locating information. The CRC certification is based on established Workeys® assessment tests. Virginia uses a three-tiered approach (bronze, silver, gold) to credentialing certificate holders that is based on the recipient's level of development skills.

Eastern Shore	4
Extended Labor Market Area	1,953
Total	1,957

Educational Attainment

On-Time Graduation Rate (Class of 2018)	87.2%
Percentage of Eastern Shore population age 25+ who are high school graduates (2013-2017)	81.9%
Percentage of Eastern Shore population age 25+ who have earned a Bachelor's Degree or higher (2013-2017)	20.6%



Labor Market

Employment by Sector* (4th Qtr. 2018)		
Agriculture Forestry Fishing and Hunting	845	4.8%
Mining Quarrying and Oil and Gas Extraction	0	0
Utilities	N.D.	N.D.
Construction	483	2.7%
Manufacturing	3,717	21.1%
Wholesale Trade	285	1.6%
Retail Trade	1,762	10.0%
Transportation and Warehousing	151	0.9%
Information	80	0.5%
Finance and Insurance	231	1.3%
Real Estate and Rental and Leasing	126	0.7%
Professional Scientific and Technical Services	1,085	6.2%
Management of Companies and Enterprises	69	0.4%
Administrative and Support and Waste Management	257	1.5%
Educational Services	103	0.6%
Health Care and Social Assistance	1,951	11.1%
Arts Entertainment and Recreation	181	1.0%
Accommodation and Food Services	1,794	10.2%
Other Services	574	3.3%
Total Government	3,815	21.7%
Federal Government	677	3.8%
State Government	452	2.6%
Local Government	2,686	15.2%
Unclassified	N.D.	N.D.
Total	17,619	100.0%

N.D. - Not Disclosed

*By Business Establishment

Labor Market

Major Employers

Manufacturing

Company

Bayshore Concrete Products Corp.
New Ravenna
Perdue Farms, Inc.
Tysons Farms Inc.

Product/Service

Prestressed structural components
Mosaic art tile
Poultry processing
Poultry processing

NonManufacturing

Company

Chesapeake Bay Bridge Tunnel Authority
Eastern Shore Community College
NASA - Wallops Flight Facility
Shore Memorial Hospital

Product/Service

Bridge tunnel operations
Higher education
Rocket launch & support services
Health care

Labor Market

Union Activity (8/1/2015 - 8/1/2018)	
Petitions filed for decertification	0
Petitions filed for representation	0
Petitions filed for raid	0
Elections won by union	0
Elections won by company	0

Estimated Earnings (May 2018)

Occupation	Median Wage (US\$)	Mean Wage (US\$)	Median Salary (US\$)	Mean Salary (US\$)
Laborers and Freight, Stock, and Material Movers, Hand Industrial Truck and Tractor Operators	12.48	12.89	25,973	26,806
Heavy and Tractor-Trailer Truck Drivers	14.85	14.96	30,877	31,127
Inspectors, Testers, Sorters, Samplers, and Weighers	23.58	25.02	49,043	52,042
First-Line Supervisors of Production and Operating Workers	14.28	16.76	29,692	34,880
Maintenance and Repair Workers, General	27.66	27.14	57,522	56,437
Industrial Machinery Mechanics	15.83	15.64	32,924	32,521
Bus and Truck Mechanics and Diesel Engine Specialists	23.65	23.38	49,186	48,618
Office Clerks, General	15.90	16.06	33,087	33,421
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	13.64	14.20	28,371	29,534
Receptionists and Information Clerks	14.32	15.16	29,781	31,534
Customer Service Representatives	11.93	11.94	24,817	24,837
Bookkeeping, Accounting, and Auditing Clerks	10.76	12.38	22,373	25,746
First-Line Supervisors of Office and Administrative Support Workers	17.55	17.36	36,497	36,104
Electrical and Electronic Engineering Technicians	18.75	20.46	38,994	42,548
Computer Occupations, All Other	37.65	37.78	78,319	78,578
Computer User Support Specialists	44.09	44.01	91,718	91,546
Accountants and Auditors	29.33	28.48	61,012	59,233
Management Analysts	26.51	29.17	55,156	60,683
Human Resources Specialists	51.64	50.31	107,409	104,646
	30.42	32.75	63,267	68,121

Per Capita Personal Income (2017)

\$42,075

Median Family Income (2013-2017)

Accomack	\$53,152
Northampton	\$54,628



Education

Public School Enrollment (Fall 2018)

Level	Number	Enrollment
Elementary	7	3,269
Combined	2	345
Middle	3	1,284
High School	3	1,825

Student Teacher Ratio (FY 2018)

Elementary	12:1
Secondary	12:1

Per Pupil Expenditure (FY 2018) (US\$)

11,985.84

On-Time Graduation Rate (Class of 2018)

87.2%

High School Graduates Continuing Education (2017-2018)

82.4%

Advanced Programs (2017-2018)

Students taking 1 or more Advanced Placement (AP) Courses	105
Students taking 1 or more AP Exams	19
Students taking 1 or more Dual Enrollment Courses	219



Education

Workforce Development Facilities

Facility	Type
Badger Technical Center North	Career and Technical Center
Badger Technical Center South	Career and Technical Center
Eastern Shore Workforce Center	Satellite Center
ESCC Business Development & Workforce Training Center	Career and Technical Center
Fredericksburg Workforce Center	Comprehensive Center
Job Assistance Center	Satellite Center
Warsaw Workforce Center	Satellite Center

Higher Education Facilities – Fall 2018

Facility	Enrollment
Stratford University - Virginia Beach Campus	2,282 [‡]
Eastern Shore Community College	654

[‡] Enrollment figures are for all campuses.



Transportation

Interstates	
Name	Distance
I-264	16.4 miles (26.4 km.)
I-64	18.3 miles (29.4 km.)
I-564	19.9 miles (32.1 km.)
I-664	22.4 miles (36.0 km.)
I-464	24.5 miles (39.4 km.)

Note: Measured from border of locality/region.

Highways				
Highway 13	Highway 175	Highway 176	Highway 178	Highway 180
Highway 181	Highway 183	Highway 184	Highway 187	Highway 316

Commercial Air Service		
Norfolk International Airport, Norfolk -- 44.2 miles (71.1 km.)		
American Airlines	American Eagle	Delta Air Lines
Frontier Airlines	Southwest Airlines	United Express
Allegiant Air		
Salisbury-Ocean City-Wicomico Regional Airport, Salisbury, MD -- 55.6 miles (89.4 km.)		
American Airlines	American Eagle	
Newport News-Williamsburg International Airport, Newport News -- 69.8 miles (112.3 km.)		
American Airlines	Delta Air Lines	

Note: Within a 75-mile drive of the center of the locality.

Transportation

General Aviation Service

Name	Runway Length
Accomack County Airport, Melfa	5,000 ft (1,524 m)
Tangier Island Airport, Tangier	2,426 ft (739 m)

Freight Rail Service

Eastern Shore RR

Seaports

Name	Distance
Port of Virginia (Virginia International Gateway)	53.0 miles (85.3 km)
Port of Virginia (Norfolk International Terminals)	60.0 miles (96.6 km)
Port of Virginia (Portsmouth Marine Terminal)	61.0 miles (98.2 km)
Port of Virginia (Newport News Marine Terminals)	74.0 miles (119.1 km)

Note: Driving distance from the center of the locality to Port of Virginia and any other seaports within 100 miles.

Other Ports of Entry

Name	Distance
Norfolk	44.2 miles (71.1 km)
Newport News	69.8 miles (112.3 km)
Port of Washington - Dulles	207.5 miles (333.9 km)

Note: Driving distance from the center of the locality to Port of Washington - Dulles and any other port of entry within 100 miles.



Utilities	
Electric	A & N Electric Cooperative
Natural Gas	Not Available
Telecommunications	Verizon-Virginia
Water	Town of Onancock
Water	Town of Cape Charles
Water	Town of Eastville
Water	Town of Melfa
Water	Accomack County Industrial Development Authority
Water	Town of Exmore
Water	Town of Parksley
Water	NASA-Wallops Flight Facility
Waste Water Treatment	Town of Onancock
Waste Water Treatment	Town of Cape Charles
Waste Water Treatment	Town of Exmore
Waste Water Treatment	Shore Health Services
Waste Water Treatment	NASA-Wallops Flight Facility

Financial Institutions

Financial Institutions – 4th Qtr 2018 Assets

Bank	Assets (US\$ Millions)
PNC Bank, N.A.	370,500.9
Branch Banking and Trust Company	219,071.0
SunTrust Bank	209,720.5
Union Bank & Trust Co.	13,732.0
Shore United Bank	1,477.7
Calvin B. Taylor Banking Co. of Berlin, MD	529.7



Government and Taxes

Government

Accomack County has a County Administrator and a nine-member Board of Supervisors. Northampton County has a County Administrator and a six-member Board of Supervisors.

Both counties have a comprehensive plan and zoning and subdivision ordinances.

The town of Accomac is the county seat for Accomack County. Other incorporated towns include Belle Haven, Bloxom, Chincoteague, Hallwood, Keller, Melfa, Onancock, Onley, Painter, Parksley, Saxis, Tangier, and Wachapreague. Eastville is the county seat of Northampton County. Other incorporated towns are Cape Charles, Cheriton, Exmore, and Nassawadox.

Taxes

Localities in Virginia collect a 1% sales tax. They do not tax other items taxed at the State level.

Counties and cities in Virginia are separate taxing entities. Therefore, a company pays taxes to either a county or to a city.

If a company is located in a town, it pays town and county taxes except for utility taxes which are paid only to the town and the license tax which is paid only to the town unless town law permits the additional collection of a county tax.

Manufacturers pay real estate, machinery and tools, truck and automobile, utility, and sales taxes.

Nonmanufacturers pay real estate, tangible personal property, truck and automobile, utility, and sales taxes. They also may pay either a merchants' capital or a license tax.

Manufacturer's Tax Profile (Accomack) [pdf](#)

Non-Manufacturer's Tax Profile (Accomack) [pdf](#)

Manufacturer's Tax Profile (Northampton) [pdf](#)

Non-Manufacturer's Tax Profile (Northampton) [pdf](#)



Community Facilities

Riverside Shore Memorial Hospital is a modern 143-bed full-service hospital. Services include a 24-hour emergency room, CAT scan, coronary care unit, ultrasound and mammography screening, and a staff of physicians encompassing most specialties. Public health centers and five private medical centers provide additional services throughout the region.

Forty physicians and 19 dentists practice on the Eastern Shore.

Four nursing homes are available in the community and provide extended care service for 280 residents.

The Eastern Shore has 110 Protestant and three Catholic churches. Jewish synagogues are located in both Norfolk and Salisbury, Maryland.

The Eastern Shore Public Library is based in the town of Accomac and has a collection of 129,966 volumes and circulates 153,230 items per year.

Area residents shopping needs are easily met at six shopping centers. The largest centers are located in the town of Onley and on U.S. Route 13 and are anchored by major department stores complemented by numerous specialty shops. Additionally, the community offers a number of small shops, which specialize in products indigenous to the Eastern Shore including crafts, decoys, original art-works, and locally produced wines and seafood.

The Chesapeake Bay and Atlantic Ocean surroundings contribute to a unique and pleasurable lifestyle. Outdoor recreation possibilities are numerous and varied. Activities enjoyed by natives and visitors alike include boating, swimming, hiking, biking, camping, crabbing, fishing, or simply observing wildlife in its natural setting. Miles of unspoiled ocean beaches are available on the barrier islands that line the coast. Both Accomack and Northampton Counties offer public parks and athletic facilities. Organized athletics and team sports for youth and adults are offered through the local public recreation and parks department. Collectively, the Eastern Shore has 16 tennis courts, 52 ball fields, two public beaches, and numerous playgrounds. Three private-membership golf courses are available within the community.

The 9,000-acre Chincoteague National Wildlife Refuge is in northern Accomack County. This refuge is administered by the U.S. Fish and Wildlife Service that permits swimming, hiking, fishing, bird watching, and provides narrated tours. The annual penning and auctioning of wild ponies in the area is a major event for the community. Typically, as many as 50,000 persons are drawn to the area for the week long celebration and carnival associated with the pony penning.

The Nature Conservancy and state and federal governments maintain a 45-mile stretch of oceanside barrier islands in their natural state. The public can access most of these islands. They are renowned for their expansive beaches, surrounding lush salt marshes, and great concentrations of shorebirds, seabirds, and migrating water fowl. The Virginia Coast Reserve, Long-Term Ecological Research (VCR/LTER) program maintains a laboratory facility in Oyster, Virginia. Administered through the University of Virginia, VCR/LTER aims to develop an understanding of the effects of long-term environmental changes and short-term disturbances on coastal barrier landscapes. The National Science Foundation established the LTER program in 1980 to support research on long-term ecological phenomena in the United States. There are currently 26 LTER sites nationwide representing diverse ecosystems.

(continued)

Residents can take advantage of a regular schedule of dramatic performances by local theater groups on the Eastern Shore. Norfolk, an hour's drive away, affords a tremendous variety of cultural and entertainment options including drama, concerts, museums, and sporting events.

Seasonal festivals and special events such as the Annual Seafood Festival, the Harvest Fest, and the Eastern Shore Birding Festival continue to attract thousands of patrons from surrounding areas to celebrate the amenities and lifestyle found on Virginia's Eastern Shore.